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# E-Commerce and Click & Buy

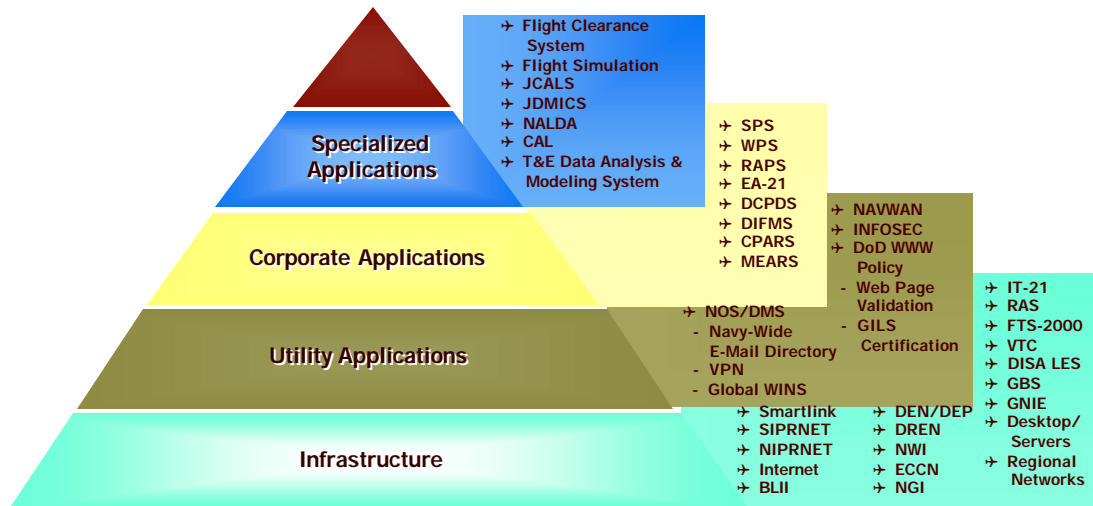
**Kathy L. Steele**

NAVAIR Deputy Chief Information Officer  
for Planning & Investment



# NAVAIR CIO TEAM

## TEAM IT INITIATIVES



**Susan L. Keen**  
**NAVAIR CIO**

## CIO IT INTEGRATION

Customer Solutions

**Scott Williams**  
*Deputy CIO*

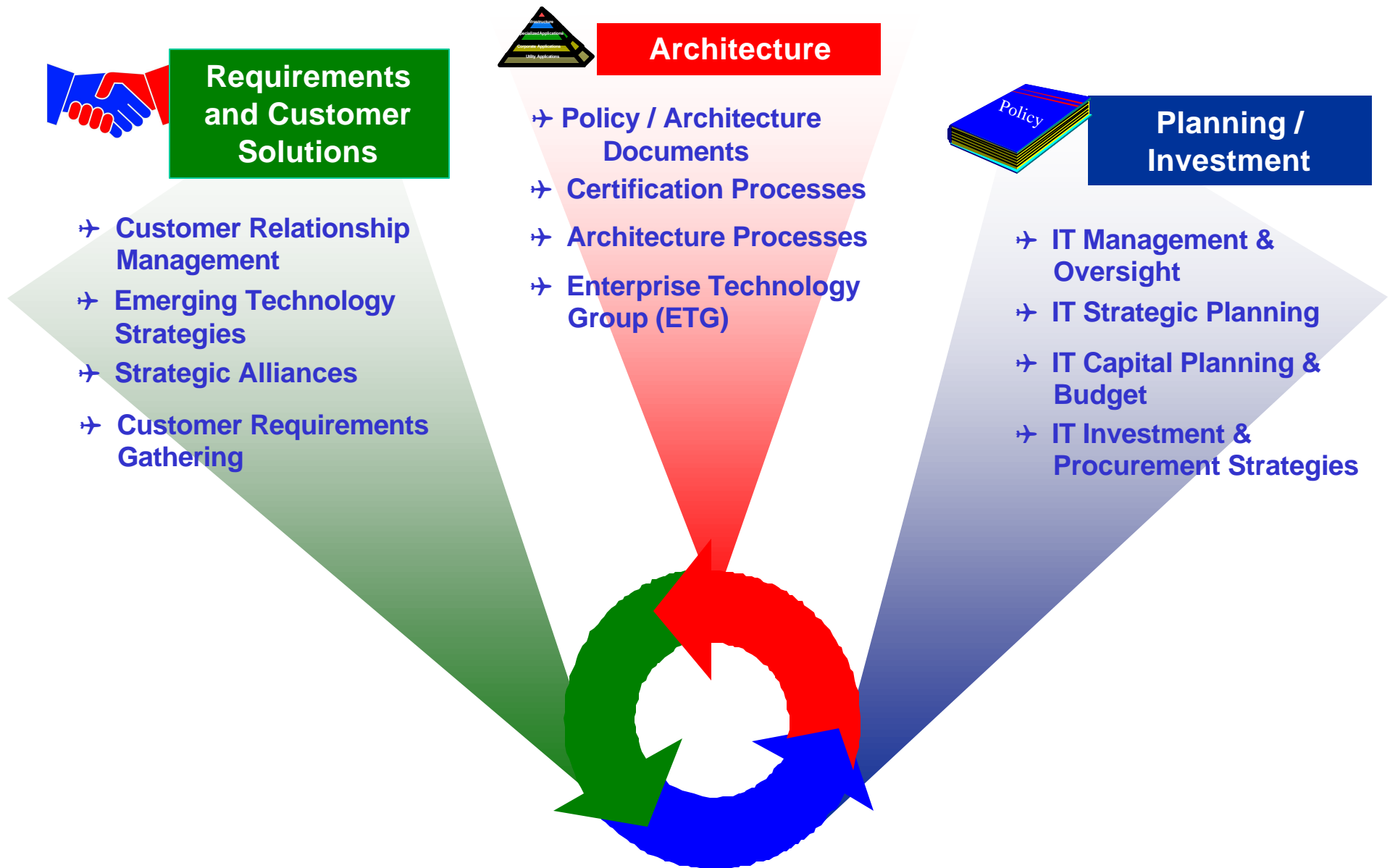
Architecture

**Mike Randall**  
*Deputy CIO*

Planning /Investment

**Kathy Steele**  
*Deputy CIO*

# CIO PROGRAM AREAS



# **“Click & Buy” Process for IT**

- **Providing streamlined IT acquisition support for over 3 years**
- **Teaming arrangement with ITPI Office, Procurement, Comptroller, IMD, and Supply/Receiving**
- **Provides “one stop shopping” from requirements definition through contract award to customer receipt**
- **40 GSA/BPAs for IT**
- **Web based system:**
  - **Vendor listing**
  - **Automated Quoting System**
  - **Sample Forms**
  - **Click & Buy**
  - **“How To” Processes**
- **E.Power (Electronic workflow tool)**

# **What can be purchased on the GSA/BPAs?**

- **Computer Hardware, Software,  
and Maintenance**
- **Networking Hardware,  
Software, and Maintenance**
- **Telephone Hardware, Software,  
and Maintenance**
- **Support Services**

# **GSA/BPA Advantages**

- **Cost Savings (promotes competitive pricing and minimizes administrative costs)**
- **Reduces Cycle Time - fast delivery of products**
- **Customer oriented approach to procurement of Information Technology (IT)**
- **Streamlined Procurement Process using acquisition reform**
- **Ease of use**
- **Wide range of products**
- **Maximizes the use of COTS products and services**
- **Ensures IT laws and policies are met:**
  - **Ensure DoD and Navy standards compliance (energy efficiency, PCMCIA, Y2K, etc.)**
  - **Verify site license has not been previously procured**
  - **Verify procurement has IT approval**

# Click & Buy Success Stories

- Customer submitted multi-million dollar request at 2:00pm, and needed order completed by COB in order to receive discount. Order was issued to the vendor by COB, and the government saved over \$100,000.
- Customer needed a laptop to take on travel in two days. Laptop was ordered and received the next day.
- Customer Testimony: “ I've worked for the Federal government for 22 years and never thought the day would come when I would actually enjoy doing a procurement. Your hard work and efforts are most appreciated.”



## Performance Measures for GSA/BPA Process

1995

Procurement process was paper and labor intensive

Procurement awarded in 30 to 45 days

1997

Procurement process was streamlined through GSA/BPAs, but still paper intensive

Procurement awarded in 3 to 5 days

2000

GSA/BPA process becomes paperless through web based "Click & Buy" and E.Power

Hardware/Software procurements awarded in 1 - 2 days; Services procurements awarded in 5 days



# GSA/BPA

- 40 GSA/BPA vehicles utilized to satisfy customer requirements.
- 43% of GSA/BPA vendors are small businesses.
- \$22,884,306 of GSA/BPA orders were awarded to small businesses representing 34% of all GSA/BPA orders for FY00.

# Other E-Commerce Initiatives

- Virtual Secondary Vendor (VSV)
- Click & Buy for Supplies



## VIRTUAL SECONDARY VENDOR (VSV)

# Background

- Goal - Improve Repair Turnaround Time for Assemblies “Awaiting Parts”
- Supplement to current established logistics procedures - FISC, NAVICP and DLA Stocks and replenishment



## **VIRTUAL SECONDARY VENDOR (VSV)**

# **Acquisition Strategy**

- **Multiple Blanket Purchase Agreements (BPA)**
  - 22 BPAs established
  - 17 of the 22 BPAs awarded to small businesses
- **Compete Delivery Orders**
- **No minimum guarantees**
- **Award based on Best Value**
  - Price and Schedule as a consideration



## VIRTUAL SECONDARY VENDOR (VSV)

### VSV Development

- Used IT Procurement “Click & Buy” Web based system
- Modified web page, database and process to meet VSV requirements
- NAVAIR 2.0 Contracts put in place 22 BPAs to support VSV
- Operational at all 3 Depots and Japan in FY01

# Click & Buy for Supplies

- Implement a NAWCAD pilot Click & Buy system for office supplies under the Resource Focus Group (RFG) and directed by the Business Focus Group (BFG).
- The scope of the pilot is office supplies under \$2,500 for NAWCAD. (Plan to expand to the NAVAIR Team).
- Pilot will include small businesses with a demonstrated ability to provide office supplies.
- Goal is to have the system operational by 1 Jan 01.

# Requirement for Participating in Click & Buy Initiatives

- Recommend vendors obtain a GSA schedule.
- BPAs are the contract vehicle of choice.
- Browser must be capable of 128 bit encryption.
- Acrobat writer may be required to create .pdf files.

# The Future of E-Commerce

- NAVAIR-wide E-Commerce strategy
- Department of Navy initiatives:
  - NAVSUP - Corporate Portal and E-Commerce for the DON
- DoD - EMall



# **Click & Buy**

## **“Life after NMCI award”**

- No new PCs, laptops, printers, office automation software, etc. for NMCI related services
- Continue to utilize IT Click & Buy system for weapons related and non NMCI hardware, software, services and maintenance
- Expand in other areas (i.e. supplies, spare parts, radar equipment, etc.)
- Interim solution until NAVAIR-wide E.Commerce program is implemented.

# DEMO

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## GSA BPA Web Page

## Information Technology Planning and Assessment (ITPA) Office

## GSA Blanket Purchase Agreement (GSA/BPA)

## Information:

[How to Use BPAs](#)[Information Tech. BPA's](#)[Eng Services BPA's](#)

## Request for Quote:

[Hardware / Software](#)[Maintenance](#)[Services \(Sample Forms\)](#)

Try our **NEW**  
**CLICK and BUY**  
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Need a Personal Computer for Home use?  
The following offer a Federal Employee Purchase Program!

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*Gateway (call 1-800-543-2537)*

*MA Federal(call 1-800-777-9375)*

## Welcome to the GSA BPA Information Site.

The NAVAIR Information Technology Planning and Assessment (ITPA) Office is coordinating the effort to provide you with a fast, efficient and economical means to save your organization time and money. There are currently eighteen GSA/BPA awarded contracts in place that can provide you with 48 hour quotes, order placement in 24 hours and delivery within 30 business days.

## Information Technology BPAs

### ● **Anixter** [ [Product List](#) | [Home Page](#) ]

POC: [Frank Mahoney](#)

TEL: 703-227-0944

DESC: Anixter is a value-added provider of integrated networking and cabling solutions for government information and network infrastructure requirements.

### ● **Bell Atlantic Federal** [ [Product List](#) | [Home Page](#) ]

POC: [Becky Hobbs](#)

TEL: 1-800-873-9112

DESC: Bell Atlantic Federal provides a full range of voice and data internetworking solutions to the federal government on a local, regional, national, and international basis. Equipment available under this contract include; CISCO Systems, Fore Systems, Ascend Communications, ADC Kentrox, Lucent Technologies, PictureTel, Northern Telecom, American Power Conversion, and many others.

### ● **Booz Allen & Hamilton, Inc.** [ [Product List](#) | [Home Page](#) ]

POC: Jane Walter

TEL: 301-862-7058

DESC: Booz Allen & Hamilton is a global management and technology consulting firm that provides strategy, systems, operations, and technology services to clients on six continents through two business sectors.

### ● **Compliance Corporation** [ [Product List](#) | [Home Page](#) ]

POC: [Jeff Allard and Lisa Perkins](#)

TEL: 301-863-8070

DESC:

### ● **Dell Computer Corporation** [ [Product List](#) | [Home Page](#) ]

POC: [Frank Mahoney](#)

## Click & Buy

If you can't find what you need here, please click on ["Hardware/Software"](#) or ["Maintenance"](#) to Request a Quote.

Please click on one of the following selections.

[Desktops](#)[Laptops](#)[Software](#)[Light Weight Laptops](#)[Printers](#)[Monitors](#)[Palmtop Computers](#)[Projectors](#)

*PalmTops Coming Soon!*

Contact the GSA/BPA Team:

Lori Delaney  
(301)342-4815

Julie Davidson  
(301)342-4816

Laura Grubbs  
(301)342-3334

Dusty Jerald  
(301)757-7822

Kathy Foster  
(301)757-3977

[GSA/BPA Home](#)[Need Help? Click Here](#)[Feedback](#)



## Select an Item

If you can't find what you need here, please click on ["Hardware/Software"](#) or ["Maintenance"](#) to Request a Quote.

Descriptions of the available Systems are displayed below. Click *Select* to display available upgrade options.

These prices are in effect until [31-May-00](#).

	Manufacturer	Description	Base Price
Select	Dell	Optiplex Gx110 MiniTower Pentium III 600, Quietkey Spacesaver 104-key Keyboard, Microsoft Intellimouse, 128MB, Non ECC Memory, 100MHz SDRAM, 1DIMM, Creative Labs Sound Blaster Audio PCI Sound Card, 20/48X IDE CD-ROM, harmon/kardon Speakers, Dell M770 17" Monitor (16.0"VIS), 3.5,1.44MB Floppy Drive, 10GB Hard Drive EIDE, 7200 RPM, Windows 98 2nd Edition, 5PCI Slot Expansion Riser, Integrated 3Com Etherlink 10/100 PCI LAN controller w/ACPI and Remote Wake Up, CONUS 3 Year Next-Business-Day On-Site Service (OCONUS 3 Year 2-3 Business Days On-Site Service)	\$1,359.00
Select	Micron	Client Pro CS 550 MiniTower case, 550 Intel PIII, 128MB 100MHz SDRAM (1DIMM), 13.6 GB ATA-33 HD controller 7200rpm, 32-bit Ultra ATA-33 HD controller, 1.44MB 3.5in floppy drive, 40X var. speed IDE CD-ROM drive, Diamond Stealth III S540 16MB AGP, 17" 700CX Monitor, 104-key enhanced keyboard, Microsoft Intellimouse, Micron University, Norton Anti-virus, Win98, 128-voice PCI wavetable onboard sound (w/AV00- speakers), No modem, No Zip Drive, No PCMCIA Card, 3COM 10/100 Network Card, 3yr conus parts and labor	\$1,452.00
Select	Gateway	E4200 550mhz PIII processor w/512K Cache, 128MB SDRAM, 17in Monitor, ATI RAGE 128GL 16 MB AGP Graphics Accelerator, 20GB HD, 3.5 " 1.44MB diskette	\$1,577.00

## Click & Buy Admin Page

View Order.

**Thank You for using the Click & Buy System. Your order has been submitted and will be processed pending the appropriate approvals.**

**You should print this page and keep it for your records.**

*\* Contact your BEM with any questions regarding this info.*

### Order Info:

Click and Buy Order Number	CB579	<a href="#">FEE JON</a> *	test
Name	test	Cost Center	
Phone Number	test	IT Approval Num.*	
Fax Number	test	BEM Name	
Date Requested	13-Apr-2000	BEM Phone Number	
Date Required:	13-Apr-2000	RAPS Approver Name*	
Funding Doc. Required*	No	RAPS Approver Phone	
JON*	test	Order Status	New

Complete Email Address [test@gfdg.gfdsg](mailto:test@gfdg.gfdsg)

### Ship To:

Building  
test

Address

NAWCAD/Pax River personnel, providing just the Building Number will be sufficient.  
Off-site personnel, please provide a POC with COMPLETE shipping address.

IT Planning and Assessment System - Netscape


File Edit View Go Communicator Help

Naval Aviation Systems Team - Information Technology Planning and Assessment [Go Back to ITPA](#)

## Information Technology Planning and Assessment (ITPA) Office

### GSA Blanket Purchase Agreement (GSA/BPA)

Information:	Request for Quote:
<a href="#">How to Use BPAs</a>	<a href="#">Hardware / Software</a>
<a href="#">Information Tech. BPA's</a>	<a href="#">Maintenance</a>
<a href="#">Eng Services BPA's</a>	<a href="#">Services (Sample Forms)</a>



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*MA Federal(call 1-800-777-9375)*

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Document: Done



## Hardware / Software Order Form

Complete the form below. This information is used for obtaining price quotes from our approved GSA/BPA Vendors. We will return vendor quotes to you for verification and customer approval.

*\*Contact your BEM with any questions regarding this info.*

### Order Info:

Name

Phone Number

Fax Number

Date Requested

Date Required

Funding Doc. Req.\*

☐

JON\*

FEE JON\*

Cost Center

IT Approval Num.\*

BEM Name

BEM Phone Number

RAPS Approver Name\*

RAPS Approver Phone

Complete Email Address

ITPA - GSA/BPA - Hardware / Software Order Form - Netscape

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Bookmarks Location: [https://gsabpa.navair.navy.mil/orderform\\_hws2\\_new.cfm#1](https://gsabpa.navair.navy.mil/orderform_hws2_new.cfm#1) What's Related

Back Forward Reload Home Search Netscape Print Security Shop Stop

Line Item 1:

Quantity	Manufacturer	Part Number
<input type="text"/>	<input type="text"/>	<input type="text"/>
Description	<input type="text"/>	

Scroll up to edit previous items.

Add Another Item -->

There are no more items -->

GSA/BPA Home Need Help? Click Here Feedback

Document: Done

NAVAIR BPA ORDERING REQUIREMENTS FOR HARDWARE - Microsoft Internet Explorer provided by IMD for NAVAIR

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit

Address [http://gsabpa.navair.navy.mil/order\\_req.htm](http://gsabpa.navair.navy.mil/order_req.htm) Go Links >>

### For Requirements Information Contact the GSA/BPA Team

POINT OF CONTACT	TITLE	PHONE NUMBER
Lori Delaney	General Questions	(301)342-4815
Julie Davidson	Services	(301)342-4816
Kathy Foster	Hardware/Software/Maintenance/Services	(301)757-3977
Dusty Jerald	Hardware/Software	(301)757-7822
Laura Grubbs	Hardware/Software/Maintenance	(301)342-3334
Fax Number		(301) 342-3283/(301) 995-0117
Joyce Foley	Order Processor/Funding	(301)342-9823
Patsy Johnson	Order Processor/Funding	(301)757-1754
Penny McGonigle	Credit Card Orders/RAPS Data Entry	(301) 342-9790
Pat Goldsborough	Credit Card Orders/RAPS Data Entry	(301) 757-1761
Marie Kurtz	Receiving	(301)342-1880 X42
Monica Clements	Team Leader	(301)342-3481
Nancy F. Kuzmick	Procuring Contracting Officer	(301)757-9796
Linda Cullison	Contracting Officer	(301)757-9717
Website:	<a href="http://gsabpa.navair.navy.mil">http://gsabpa.navair.navy.mil</a>	

Done Local intranet

# QUESTIONS

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